

Comparisons of Job Characteristics

Focus Occupation: Retail Salespersons (41-2031)
Associated Occupation: Parts Salespersons (41-2022)

Compare Knowledge
 Compare Skills
 Compare Abilities
 Compare Detailed Work Activities
 Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 87

Focus Occupation: Retail Salespersons (41-2031)
Associated Occupation: Parts Salespersons (41-2022)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Customer and Personal Service	11.3	16.8	16.6	0	Current knowledge level may be sufficient
Sales and Marketing	5.2	10.5	13.4	>>	Current knowledge level is likely more than sufficient
Computers and Electronics	8.4	10.4	7.2	<<	Extensive education and/or training may be required
Mechanical	6.8	9.5	3.6	<<	Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 91

Focus Occupation: Retail Salespersons (41-2031)
Associated Occupation: Parts Salespersons (41-2022)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Active Listening	11.0	13.8	11.9	<	A higher skill level may be required
Speaking	10.8	12.9	11.1	<	A higher skill level may be required
Service Orientation	7.9	11.8	11.8	0	Current skill level may be sufficient
Persuasion	7.4	10.1	12.2	>	Skill level is likely sufficient
Negotiation	6.8	8.5	10.8	>	Skill level is likely sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities

Similarity of Focus Occupation to Associated Occupation: 92

Focus Occupation: Retail Salespersons (41-2031)

Associated Occupation: Parts Salespersons (41-2022)

Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	14.9	13.4	<	Some improvement in abilities may be required
Near Vision	11.1	14.8	9.5	<<	Extensive improvement in abilities may be required
Oral Comprehension	12.5	14.6	13.7	0	Current ability level may be sufficient
Speech Recognition	9.9	14.4	11.5	<	Some improvement in abilities may be required
Written Comprehension	11.0	12.5	9.6	<<	Extensive improvement in abilities may be required
Speech Clarity	10.2	11.9	12.1	0	Current ability level may be sufficient
Category Flexibility	9.0	10.2	8.6	<	Some improvement in abilities may be required
Inductive Reasoning	10.2	10.2	8.4	<	Some improvement in abilities may be required
Speed of Closure	5.9	8.3	4.4	<<	Extensive improvement in abilities may be required
Static Strength	5.0	8.2	5.0	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 89

Focus Occupation: Retail Salespersons (41-2031)

Associated Occupation: Parts Salespersons (41-2022)

Work Activities	Exclusivity of Activity
Answer customer or public inquiries	41
Clean rooms or work areas	30
Collect deposit or payment	78
Greet customers, guests, visitors, or passengers	63
Inspect products or materials for damage, defects, or shortages	82
Maintain records, reports, or files	5
Manage inventories or supplies	72
Process credit transaction	95
Sell merchandise	65
Use cash registers	70
Use computers to enter, access or retrieve data	3
Use industry terms or concepts	89
Use knowledge of metric system	39

Use oral or written communication techniques	1
Use sales techniques	75

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: n/a

Focus Occupation: Retail Salespersons (41-2031)
Associated Occupation: Parts Salespersons (41-2022)

Tools and Technologies

Exclusivity

Tools and technology data is unavailable for one or both occupations.

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.